## Commonwealth of Kentucky Personnel Cabinet

# Health Insurance Program Monthly Report





Prepared for

Kentucky Group Health Insurance Board Members

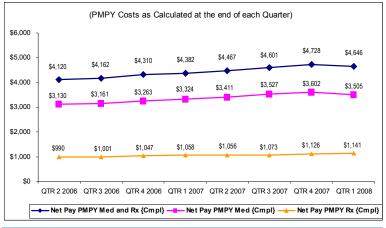
August 2008

#### DASHBOARD REPORT: BASED ON INCURRED CLAIMS

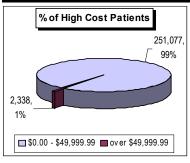
Includes Projections for Incurred, but Not yet Reported Claims (IBNR or CMPL)

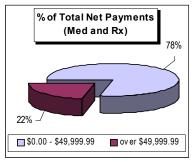
#### **Enrollment** Mar 2007 -Mar 2006 -Feb 2008 Feb 2007 % Change Fact Employees Avg Med 151.450 147.334 2.80% 237,385 3.60% Members Avg Med 246,047 0.80% Family Size Avg 1.6 1.6 -3.00% Member Age Avg 36.5 37.6

#### **Net Incurred Claims Cost Per Member**



#### High Cost Claimants March 07 - February 08



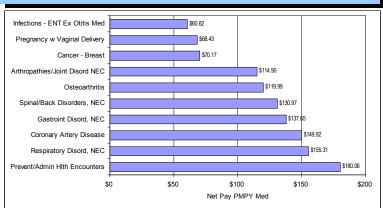


**Cost Drivers Support** 

#### **Prescription Drug Programs**

|            | Fact                          | Apr 2006 -<br>Mar 2007 | Apr 2007 -<br>Mar 2008 | %<br>Change |
|------------|-------------------------------|------------------------|------------------------|-------------|
| Mail Order | Discount Off AWP % Rx         | 34.32%                 | 36.86%                 | 7.39%       |
|            | Scripts Generic Efficiency Rx | 91.26%                 | 90.88%                 | -0.42%      |
| Retail     | Discount Off AWP % Rx         | 34.76%                 | 37.64%                 | 8.29%       |
|            | Scripts Generic Efficiency Rx | 94.42%                 | 93.65%                 | -0.82%      |
| Total      | Discount Off AWP % Rx         | 34.70%                 | 37.52%                 | 8.12%       |
|            | Scripts Generic Efficiency Rx | 94.30%                 | 93.50%                 | -0.85%      |
|            | Scripts Maint Rx % Mail Order | 6.10%                  | 7.83%                  | 28.33%      |

#### **Top 10 Clinical Conditions**

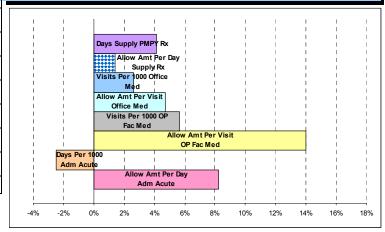


#### **Allowed Claims Costs PMPY with Norms**

|                                  | Apr 2006 -<br>Mar 2007 | Apr 2007 -<br>Mar 2008 | Trend | Recent US<br>Norm | Comp to<br>Norm |
|----------------------------------|------------------------|------------------------|-------|-------------------|-----------------|
| Allow Amt PMPY Med {Cmpl}        | \$3,650.41             | \$3,947.18             | 8%    | \$3,595.84        | 8.90%           |
| Allow Amt PMPY IP Acute (Cmpl)   | \$1,038.12             | \$1,086.91             | 5%    | N/A               | N/A             |
| Allow Amt PMPY OP Med {Cmpl}     | \$2,600.93             | \$2,849.87             | 10%   | \$2,446.51        | 14.15%          |
| Allow Amt PMPY OP Fac Med {Cmpl} | \$1,104.44             | \$1,341.65             | 21%   | N/A               | N/A             |
| Allow Amt PMPY Office Med (Cmpl) | \$911.01               | \$988.82               | 9%    | \$0.00            | N/A             |
| Allow Amt PMPY OP Lab (Cmpl)     | \$226.83               | \$245.69               | 8%    | \$0.00            | N/A             |
| Allow Amt PMPY OP Rad (Cmpl)     | \$451.54               | \$492.39               | 9%    | \$0.00            | N/A             |
| Out of Pocket PMPY Med {Cmpl}    | \$327.34               | \$340.09               | 4%    | \$650.36          | -91.23%         |
| Allow Amt PMPY Rx (Cmpl)         | \$1,241.20             | \$1,310.74             | 6%    | \$1,009.57        | 22.98%          |
| Out of Pocket PMPYRx {Cmpl}      | \$215.24               | \$205.37               | -5%   | \$0.00            | N/A             |

| Fact                              | Apr 2006 -<br>Mar 2007 | Apr 2007 -<br>Mar 2008 | %<br>Change |
|-----------------------------------|------------------------|------------------------|-------------|
| Allow Amt Per Day<br>Adm Acute    | \$2,856.80             | \$3,091.52             | 8.22%       |
| Days Per 1000 Adm<br>Acute        | 349.11                 | 340.36                 | -2.50%      |
| Allow Amt Per Visit OP<br>Fac Med | \$654.96               | \$746.55               | 13.98%      |
| Visits Per 1000 OP Fac<br>Med     | 1,686.25               | 1,781.32               | 5.64%       |
| Allow Amt Per Visit<br>Office Med | \$109.34               | \$114.47               | 4.70%       |
| Visits Per 1000 Office<br>Med     | 8,331.82               | 8,550.61               | 2.63%       |
| Allow Amt Per Day<br>Supply Rx    | \$2.22                 | \$2.25                 | 1.40%       |
| Days Supply PMPY Rx               | 559.02                 | 582.11                 | 4.13%       |

#### **Cost Drivers—Utilization and Price Tends**



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#### **Introduction**

The Department of Employee Insurance (DEI) is pleased to provide an analysis of the Kentucky Employees Health Plan. In response to requests for data analysis, this report has been prepared to provide information related to enrollment, claims payment, and utilization.

It is the Department's intent to update this information on a monthly basis in an effort to provide current information about Kentucky's Health Insurance Program.

#### **Overview**

This report is compiled using Medstat, which is DEI's health insurance information management system. Medstat warehouses enrollment and claims data. Enrollment data is provided by DEI while claims data is provided by each carrier and/or TPA.

Claims information may be analyzed by either "incurred" or "paid" dates. "Incurred" reports specify paid amounts for claims that were incurred in a specified timeframe. Due to the lag time in submittal and payment of claims, historical reports that are based on incurred claims may change significantly with each new database update since additional incurred claims will be added. "Paid" claims reports specify the paid amount for claims regardless of when the claims may have been incurred. Unless otherwise specified, data contained in this report are based on "incurred" claims.

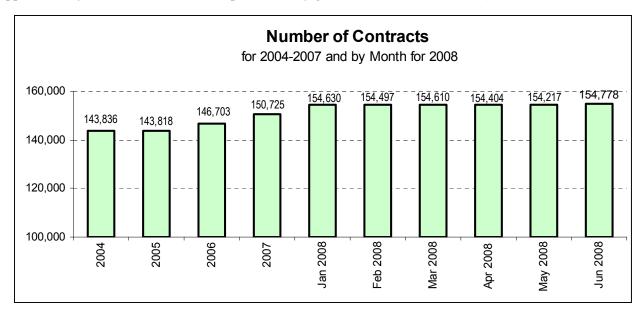
Enrollment in the KEHP changes on a daily basis due to a variety of reasons such as: new hires, adding dependents, dropping dependents, marriage, divorce, becoming Medicare eligible, etc. Therefore, Medstat is dealing with a fluid enrollment base. Also, each carrier processes claims slightly differently. During 2006 Medstat processed enrollment information for a total of 258,809 members as well as 7,973,124 claims (3,96,007 Medical claims and 4,584,166 prescriptions) from different carriers. When dealing with such large numbers it is impossible to tag every claim to a corresponding group, carrier, service type, etc. While the tagging rate for the KEHP data exceeds 99%, you may still see information on reports stated as "~Missing". This indicates any enrollment or claims that could not be "tagged" by Medstat.

#### **Definitions**

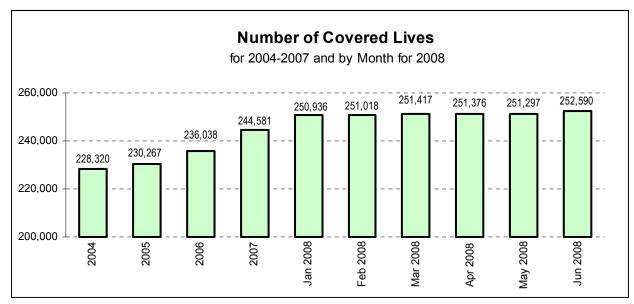
- *Employee* represents an individual eligible to participate in KEHP as a retiree in either KTRS or KRS, or by being employed by one of the agencies that participate with KEHP (example: state employee, school boards, Quasi agency, etc.). Employee may also be referred to as "planholder" or "contracts". Please note that Medstat deals with Cross-reference plans uniquely. Although there are in fact two "employees" Medstat can only designate the planholder as an employee. Therefore, the cross-referenced spouse is considered a dependent and all claims and utilization data related to them is counted as a "member".
- *Member* includes all employees plus any dependents that are covered through the KEHP. Members may also be referred to as "covered lives".
- *Group* is Kentucky Retirement System (KRS), Kentucky Teachers Retirement System (KTRS), State Employees, School Boards, or Other (includes: COBRA, Health Departments, KCTCS, Quasi/Local Governments).
- *Plan* is Commonwealth Essential, Commonwealth Enhanced, Commonwealth Premier, Commonwealth Select, HMO Option A, HMO Option B, POS Option A, POS Option B, PPO Option B, or EPO Option C.
- *Carrier* may be Aetna, Anthem, Bluegrass Family Health, CHA Health, United Healthcare, or Humana (please note that Express Scripts data is designated as Humana).
- *Generic Efficiency* means the number of prescriptions that are filled with a generic product as a percentage of the total number of prescriptions where a generic is available.
- *OOP* is the amount paid out-of-pocket by the member for facility, professional, and prescription drug services. This generally includes coinsurance, co-payment, and deductible amounts.
- *Allowed Amount* is the amount of submitted charges eligible for payment for all claims. It is the amount eligible after applying pricing guidelines, but before deducting third party, co-payment, coinsurance, or deductible amounts.
- *Net Payment* is the net amount paid for all claims. It represents the amount after all pricing guidelines have been applied, and all third party, co-payment, coinsurance, and deductible amounts have been subtracted.
- *Patients* is the unique count of members who received facility, professional, or pharmacy services.
- *Days Supply* is the number of days for which drugs were supplied for prescriptions filled. It represents the number of days of drug therapy covered by a prescription.
- *Mail Order* is computed as any script filled with a "days supply" of more than 30 days, regardless of the physical location where the prescription was filled.
- **Retail** is computed as any script filled with a "days supply" of 30 days or less, regardless of the physical location where the prescription was filled.

#### **Enrollment**

The following chart show planholder enrollment (contracts) for 2004-2007 and monthly year-to-date for 2008. Enrollment will fluctuate on a monthly basis. (Approximately 7,500 cross-referenced spouses in any given month are not included)

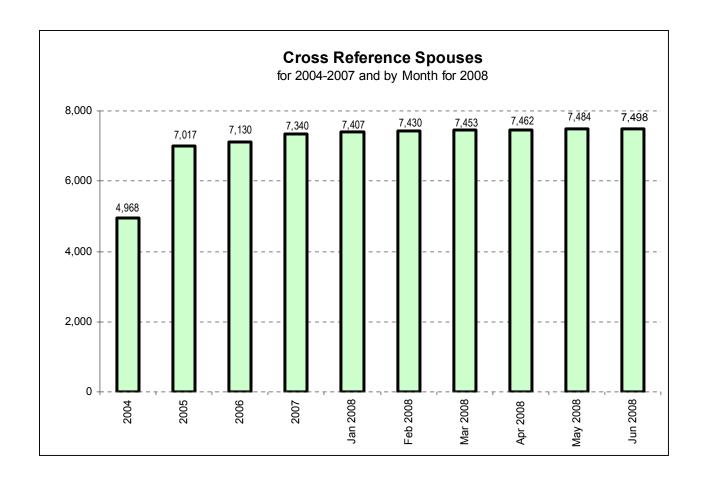


The following chart show member enrollment (covered lives) for 2004-2007 and monthly year-to-date for 2008. Enrollment will fluctuate on a monthly basis.



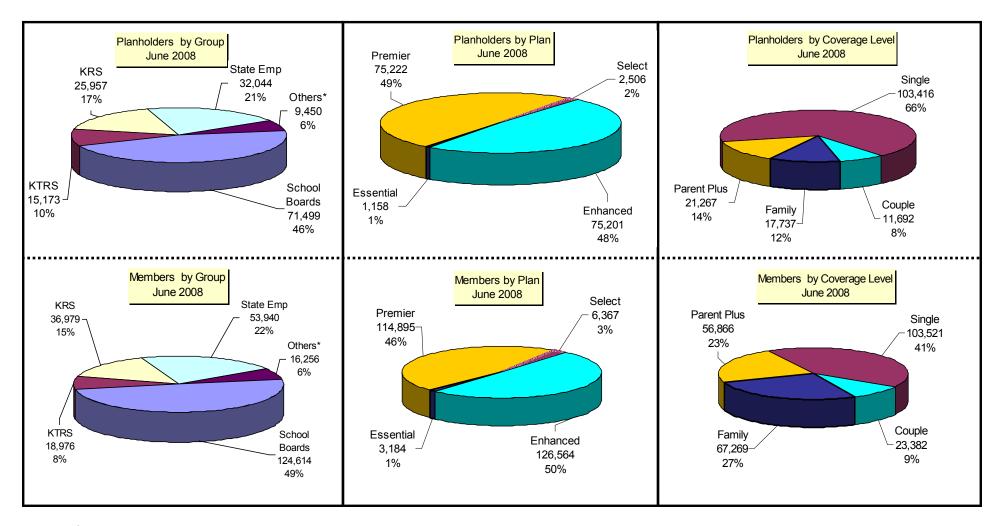
#### **Enrollment** (continued)

The following graph shows the number of cross-reference spouses for 2004-2007 and monthly year-to-date for 2008. The number of Cross Referenced Spouses will fluctuate on a monthly basis.



#### **Enrollment** (continued)

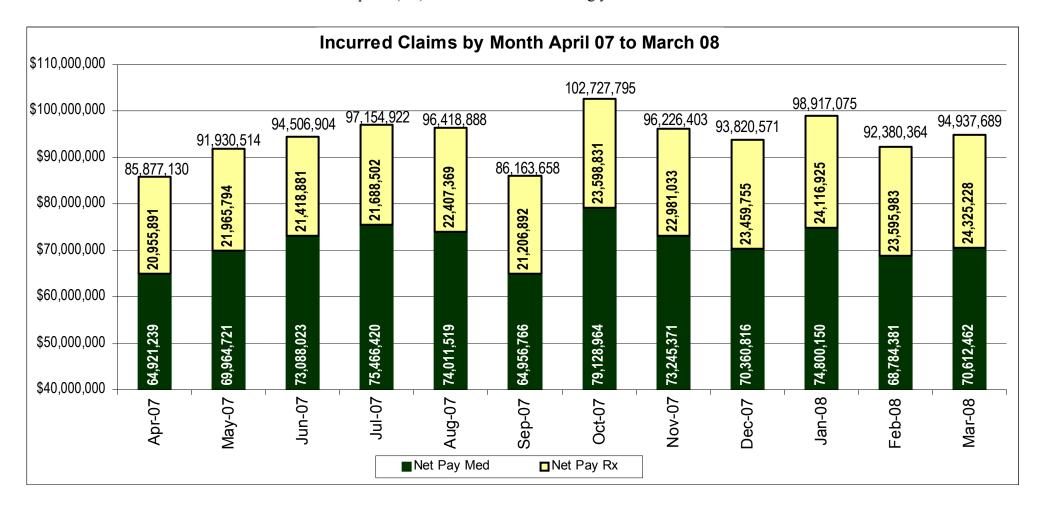
The following charts show Planholder and Member enrollment by group, plan, and coverage level.



<sup>\*</sup> Others include Cobra, Health Departments, KCTCS, Quasi/Local Governments, or Missing (unable to determine group).

**Claims Costs** 

Claims costs include Medical and Prescription (Rx) for the most recent rolling year. Based on Incurred Claims.



#### Claims Costs (continued)

The following tables represent **incurred** claims by **Group** for 2004 - 2007 and monthly year-to-date for 2008.

#### **INCURRED MEDICAL CLAIMS (no Rx) by Group:**

|        | School Boards | KTRS          | KRS           | State Employees | Others       | Totals        |
|--------|---------------|---------------|---------------|-----------------|--------------|---------------|
| 2004   | \$246,147,555 | \$70,821,610  | \$105,467,391 | \$123,091,625   | \$44,876,807 | \$590,404,988 |
| 2005   | \$258,765,695 | \$80,441,575  | \$122,087,491 | \$127,048,597   | \$43,800,319 | \$632,143,678 |
| 2006   | \$304,843,992 | \$93,096,534  | \$145,251,062 | \$150,229,660   | \$47,886,597 | \$741,307,846 |
| 2007   | \$359,868,602 | \$104,237,690 | \$168,849,226 | \$158,759,598   | \$55,151,762 | \$846,866,878 |
| Jan-08 | \$30,917,919  | \$9,434,412   | \$16,112,798  | \$13,415,509    | \$4,919,511  | \$74,800,150  |
| Feb-08 | \$29,227,882  | \$8,326,992   | \$13,800,632  | \$12,520,557    | \$4,908,318  | \$68,784,381  |
| Mar-08 | \$29,804,629  | \$7,880,847   | \$14,676,831  | \$13,271,399    | \$4,978,755  | \$70,612,462  |

#### **INCURRED Rx CLAIMS (no Med) by Group:**

|        | School Boards | KTRS         | KRS          | State Employees | Others       | Totals        |
|--------|---------------|--------------|--------------|-----------------|--------------|---------------|
| 2004   | \$65,369,460  | \$24,608,695 | \$34,687,723 | \$32,464,692    | \$11,366,382 | \$168,496,952 |
| 2005   | \$69,902,366  | \$27,093,871 | \$39,707,393 | \$34,313,121    | \$11,808,579 | \$182,825,330 |
| 2006   | \$92,684,426  | \$35,017,451 | \$53,084,690 | \$42,883,289    | \$13,460,955 | \$237,130,810 |
| 2007   | \$102,808,629 | \$37,891,406 | \$61,595,437 | \$46,107,072    | \$15,384,815 | \$263,787,359 |
| Jan-08 | \$9,306,822   | \$3,428,729  | \$5,804,062  | \$4,162,842     | \$1,414,470  | \$24,116,925  |
| Feb-08 | \$9,243,112   | \$3,280,074  | \$5,501,456  | \$4,198,764     | \$1,372,577  | \$23,595,983  |
| Mar-08 | \$9,559,455   | \$3,365,190  | \$5,706,172  | \$4,274,080     | \$1,420,331  | \$24,325,228  |

<sup>\*</sup> Others include Cobra, Health Departments, KCTCS, Quasi/Local Governments, or Missing (unable to determine group).

#### Claims Costs (continued)

The following tables represent **incurred** claims by **Plan** for 2004-2007 and monthly year-to-date for 2008.

#### **INCURRED MEDICAL CLAIMS (no Rx) by PLAN:**

|             |               | Commonwealth |               |             |                     |                     |                     |                     |             |               |
|-------------|---------------|--------------|---------------|-------------|---------------------|---------------------|---------------------|---------------------|-------------|---------------|
| Time Period | Enhanced      | Essential    | Premiere      | Select      | Old HMO<br>Products | Old POS<br>Products | Old PPO<br>Products | Old EPO<br>Products | Missing*    | Total         |
| 2004        | \$252,667     | \$96,285     | \$420,830     | \$0         | \$212,909,645       | \$40,885,382        | \$325,224,613       | \$5,524,470         | \$5,091,095 | \$590,404,987 |
| 2005        | \$224,064,043 | \$5,706,857  | \$398,897,273 | \$807       | \$12,164            | \$900               | \$179,854           | \$70                | \$3,281,710 | \$632,143,678 |
| 2006        | \$285,673,240 | \$5,365,453  | \$446,100,893 | \$2,399     | \$0                 | \$0                 | \$0                 | \$0                 | \$4,165,861 | \$741,307,846 |
| 2007        | \$335,143,162 | \$5,028,983  | \$495,390,169 | \$7,047,727 | \$0                 | \$0                 | \$0                 | \$0                 | \$4,256,837 | \$846,866,878 |
| Jan-08      | \$27,652,041  | \$239,375    | \$46,090,828  | \$561,360   | \$0                 | \$0                 | \$0                 | \$0                 | \$256,547   | \$74,800,150  |
| Feb-08      | \$27,202,953  | \$230,046    | \$40,306,648  | \$836,329   | \$0                 | \$0                 | \$0                 | \$0                 | \$208,405   | \$68,784,381  |
| Mar-08      | \$27,630,169  | \$401,236    | \$41,599,796  | \$769,120   | \$0                 | \$0                 | \$0                 | \$0                 | \$212,141   | \$70,612,462  |

#### **INCURRED Rx CLAIMS (no Med) by PLAN:**

|             |              | Common      | wealth        |             |                     |                     |                     |                     | _           |               |
|-------------|--------------|-------------|---------------|-------------|---------------------|---------------------|---------------------|---------------------|-------------|---------------|
| Time Period | Enhanced     | Essential   | Premiere      | Select      | Old HMO<br>Products | Old POS<br>Products | Old PPO<br>Products | Old EPO<br>Products | Missing*    | Total         |
| 2004        | \$53,616     | \$2,484     | \$77,187      | \$0         | \$58,944,733        | \$13,448,392        | \$94,468,015        | \$678,460           | \$824,066   | \$168,496,953 |
| 2005        | \$64,806,483 | \$1,345,013 | \$115,899,198 | \$0         | \$12,237            | \$3,874             | \$21,588            | \$496               | \$736,441   | \$182,825,330 |
| 2006        | \$86,167,847 | \$1,164,651 | \$148,795,324 | \$0         | \$0                 | \$0                 | \$0                 | \$0                 | \$1,002,988 | \$237,130,810 |
| 2007        | \$98,733,254 | \$966,863   | \$162,095,280 | \$1,412,443 | \$0                 | \$0                 | \$0                 | \$0                 | \$579,519   | \$263,787,359 |
| Jan-08      | \$9,146,155  | \$74,545    | \$14,816,418  | \$26,845    | \$0                 | \$0                 | \$0                 | \$0                 | \$52,963    | \$24,116,925  |
| Feb-08      | \$9,054,901  | \$80,136    | \$14,368,902  | \$49,687    | \$0                 | \$0                 | \$0                 | \$0                 | \$42,356    | \$23,595,983  |
| Mar-08      | \$9,347,868  | \$77,422    | \$14,765,867  | \$82,268    | \$0                 | \$0                 | \$0                 | \$0                 | \$51,803    | \$24,325,228  |

HMO = HMO Option A plus HMO Option B

POS = POS Option A plus POS Option B PPO = PPO Option A plus PPO Option B \*Missing means the claims could not be tagged to a specific plan.

#### Claims Costs (continued)

The following represents **incurred medical claims only** (does not include Rx) by **Coverage Level** for 2004-2007 and monthly year-to-date for 2008.

#### **INCURRED MEDICAL CLAIMS (no Rx) by Coverage Level:**

| Period | Couple        | Family        | Parent Plus   | Single        | Unknown*    | Total         |
|--------|---------------|---------------|---------------|---------------|-------------|---------------|
| 2004   | \$79,155,863  | \$103,820,755 | \$86,067,017  | \$316,270,259 | \$5,091,095 | \$590,404,989 |
| 2005   | \$87,259,924  | \$118,831,621 | \$89,302,093  | \$333,467,938 | \$3,282,102 | \$632,143,678 |
| 2006   | \$104,891,606 | \$141,000,184 | \$103,443,407 | \$387,806,788 | \$4,165,861 | \$741,307,846 |
| 2007   | \$123,421,451 | \$158,802,610 | \$116,937,615 | \$443,448,365 | \$4,256,837 | \$846,866,878 |
| Jan-08 | \$11,318,430  | \$13,471,887  | \$10,205,934  | \$39,547,351  | \$256,547   | \$74,800,150  |
| Feb-08 | \$9,921,690   | \$13,023,513  | \$10,014,568  | \$35,616,205  | \$208,405   | \$68,784,381  |
| Mar-08 | \$10,255,452  | \$12,891,507  | \$9,698,140   | \$37,555,222  | \$212,141   | \$70,612,462  |

The following represents **incurred Rx claims only** (does not include medical) by **Coverage Level** for 2004-2007 and monthly year-to-date for 2008.

#### **INCURRED Rx CLAIMS (no Med) by Coverage Level:**

| Period | Couple       | Family       | Parent Plus  | Single        | Unknown*    | Total         |
|--------|--------------|--------------|--------------|---------------|-------------|---------------|
| 2004   | \$25,937,109 | \$29,646,733 | \$19,042,131 | \$93,046,913  | \$824,066   | \$168,496,952 |
| 2005   | \$28,909,182 | \$34,191,722 | \$19,160,269 | \$99,827,438  | \$736,720   | \$182,825,330 |
| 2006   | \$38,226,943 | \$43,808,998 | \$25,942,665 | \$128,149,400 | \$1,002,805 | \$237,130,810 |
| 2007   | \$42,592,994 | \$49,268,757 | \$29,725,284 | \$141,620,832 | \$579,492   | \$263,787,359 |
| Jan-08 | \$3,935,040  | \$4,410,587  | \$2,780,892  | \$12,937,443  | \$52,963    | \$24,116,925  |
| Feb-08 | \$3,835,567  | \$4,369,162  | \$2,854,304  | \$12,494,592  | \$42,356    | \$23,595,983  |
| Mar-08 | \$3,910,278  | \$4,466,894  | \$2,846,476  | \$13,049,777  | \$51,803    | \$24,325,228  |

<sup>\*</sup>Unable to tag claims to a specific coverage level

### **Medical Claims Utilization**

The following is based on medical claims\* (does not include Rx) incurred from April 2007 through March 2008.

| Commonwealth Plan | Admits<br>Per 1000<br>Acute | Admits Per<br>1000 Acute<br>{Rcnt SGovt} | %DITT Trom | Days LOS<br>Admit<br>Acute | Days LOS<br>Admit Acute<br>{Rcnt SGovt} | %Diff from<br>{Rcnt<br>SGovt} | Days Per<br>1000 Adm<br>Acute | Days Per 1000<br>Adm Acute<br>{Rcnt SGovt} | %Diff from<br>{Rcnt<br>SGovt} |
|-------------------|-----------------------------|--|------------|----------------------------|---|-------------------------------|-------------------------------|--|-------------------------------|
| Enhanced          | 70.05                       | 73.42                                    | -4.59%     | 3.66                       | 3.86                                    | -5.08%                        | 256.37                        | 297.61                                     | -13.86%                       |
| Essential         | 51.08                       | 63.26                                    | -19.26%    | 3.12                       | 4.43                                    | -29.57%                       | 159.47                        | 258.58                                     | -38.33%                       |
| Premier           | 103.95                      | 80.09                                    | 29.79%     | 4.14                       | 4.18                                    | -0.85%                        | 430.6                         | 345.41                                     | 24.66%                        |
| Select            | 51.68                       | 60.36                                    | -14.38%    | 4.40                       | 3.92                                    | 12.15%                        | 227.14                        | 234.91                                     | -3.31%                        |
| Total             | 69.19                       | 69.28                                    | -0.13%     | 3.83                       | 4.10                                    | -6.53%                        | 268.40                        | 284.13                                     | -5.54%                        |

| Commonwealth Plan | Visits Per 1000<br>Office Med | IL ITTICA IVIAN JECNT | %Diff from<br>{Rcnt SGovt} | visits Per | Visits Per 1000<br>ER {Rcnt<br>SGovt} | %Diff from {Rcnt SGovt} |
|-------------------|-------------------------------|-----------------------|----------------------------|------------|---------------------------------------|-------------------------|
| Enhanced          | 7,904.90                      | 7,052.61              | 12.08%                     | 200.71     | 203.19                                | -1.22%                  |
| Essential         | 4,020.35                      | 6,377.55              | -36.96%                    | 199.34     | 201.04                                | -0.85%                  |
| Premier           | 10,149.57                     | 7,834.35              | 29.55%                     | 243.71     | 201.24                                | 21.10%                  |
| Select            | 5,658.66                      | 6,170.27              | -8.29%                     | 145.47     | 201.38                                | -27.76%                 |
| Total             | 6,933.37                      | 6,858.70              | -0.91%                     | 197.31     | 201.71                                | -2.18%                  |

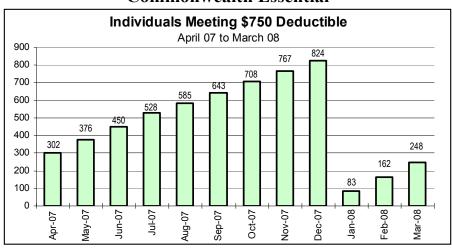
| Commonwealth<br>Plan | Svcs Per 1000<br>OP Lab | Svcs Per 1000<br>OP Lab {Rcnt<br>US} | %Diff from {Rcnt US} | Svcs Per<br>1000 OP<br>Rad | Svcs Per 1000<br>OP Rad {Rcnt<br>US} | %Diff from<br>{Rcnt US} |
|----------------------|-------------------------|--------------------------------------|----------------------|----------------------------|--------------------------------------|-------------------------|
| Enhanced             | 7,659.57                | 6,153.95                             | 24.47%               | 2,526.57                   | 2,071.23                             | 21.98%                  |
| Essential            | 4,624.58                | 5,332.08                             | -13.27%              | 1,396.59                   | 1,723.59                             | -18.97%                 |
| Premier              | 10,627.09               | 7,090.74                             | 49.87%               | 3,659.31                   | 2,521.84                             | 45.10%                  |
| Select               | 5,294.34                | 4,983.33                             | 6.24%                | 1,765.42                   | 1,579.15                             | 11.80%                  |
| Total                | 7,051.40                | 5,890.03                             | 16.83%               | 2,336.97                   | 1,973.95                             | 14.98%                  |

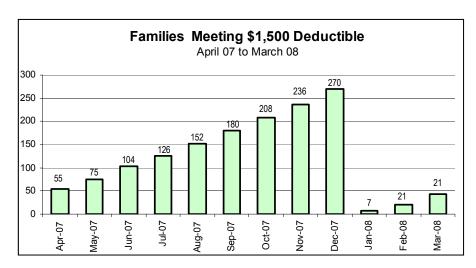
<sup>\*</sup>Services are tracked by each service, not by each visit. Therefore, if two laboratory services are performed at one visit, it will count as two services.

#### **Analysis of Individuals and Families Meeting Their Deductibles**

The following details the number of individuals and families by plan that met their deductible for the most recent rolling year. This report is based on incurred claims.

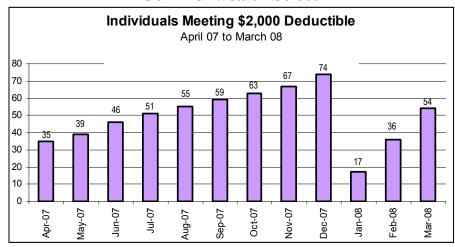
#### **Commonwealth Essential**

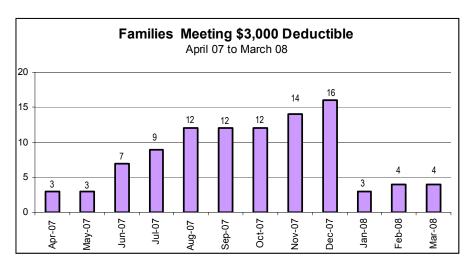




| Individuals and Families in Essential Plan |        |                    |  |  |  |
|--|--------|--------------------|--|--|--|
| 2005:                                      | 18.63% | of Individuals and | 11.45% of Families met their Deductibles.        |  |  |
| 2006:                                      | 22.14% | of Individuals and | <b>16.35%</b> of Families met their Deductibles. |  |  |
| 2007                                       | 22.08% | of Individuals and | 17.13% of Families met their Deductibles.        |  |  |
| In 2008:                                   | 7.72%  | of Individuals and | 3.56% of Families met their Deductibles.         |  |  |

#### **Commonwealth Select**



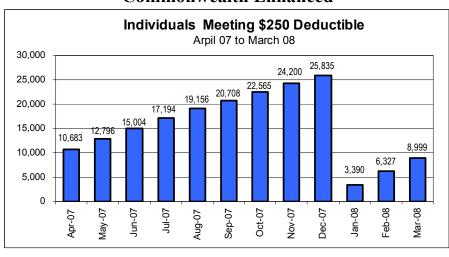


| Individuals and Families in Select Plan   |       |                    |       |                                    |  |  |
|---|-------|--------------------|-------|------------------------------------|--|--|
| 2007: <b>1.64%</b> of Individuals and <b>0.73%</b> of Families met their Deductibles.             |       |                    |       |                                    |  |  |
| In 2008:  | 0.57% | of Individuals and | 0.16% | of Families met their Deductibles. |  |  |
| Note: For the Select Plan only, prescription drug coinsurance amounts are included in MOP totals. |       |                    |       |                                    |  |  |

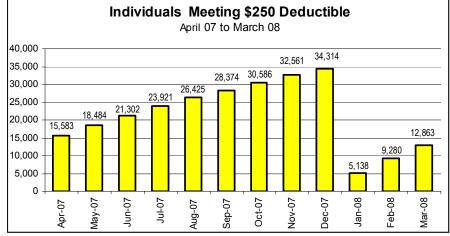
#### **Analysis of Individuals and Families Meeting Their Deductibles** (continued)

The following details the number of individuals and families by plan that met their deductible for the most recent rolling year. This report is based on incurred claims.

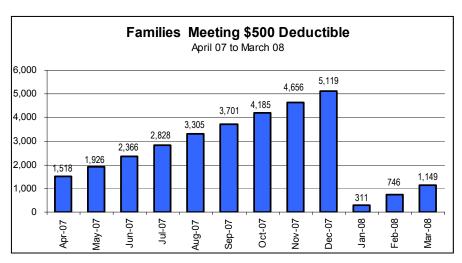
#### **Commonwealth Enhanced**



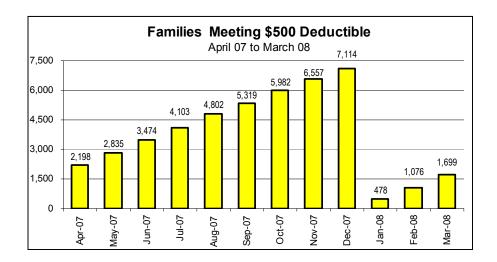




**Commonwealth Premier** 



| Individuals and Families In Enhanced Plan |        |                    |       |                                    |  |  |
|---|--------|--------------------|-------|------------------------------------|--|--|
| 2005:                                     | 19.36% | of Individuals and | 4.59% | of Families met their Deductibles. |  |  |
| 2006:                                     | 21.52% | of Individuals and | 7.23% | of Families met their Deductibles. |  |  |
| 2007                                      | 21.24% | of Individuals and | 6.36% | of Families met their Deductibles. |  |  |
| In 2008                                   | 7.13%  | of Individuals and | 1.51% | of Families met their Deductibles. |  |  |

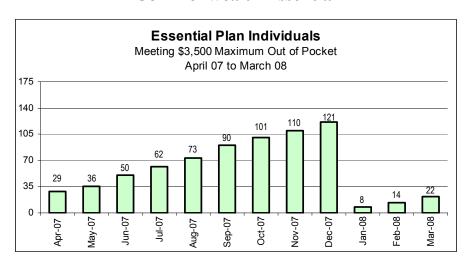


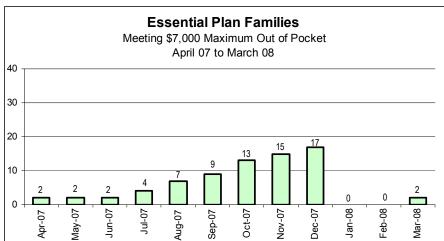
| Individuals and Families In Premier Plan |  |                    |       |                                    |  |  |
|--|--|--------------------|-------|------------------------------------|--|--|
| 2005:                                    | 2005: <b>27.80%</b> of Individuals and <b>6.65%</b> of Families met their Deductibles. |                    |       |                                    |  |  |
| 2006:                                    | 30.15%   | of Individuals and | 9.95% | of Families met their Deductibles. |  |  |
| 2007:                                    | 29.92%   | of Individuals and | 8.78% | of Families met their Deductibles. |  |  |
| In 2008:                                 | 11.14%   | of Individuals and | 2.21% | of Families met their Deductibles. |  |  |

#### Analysis of Individuals and Families Meeting Their Maximum Out of Pocket Expenses

The following details the number of individuals and families by plan that met their maximum out of pocket expenses for the most recent rolling year. This report is based on incurred claims.

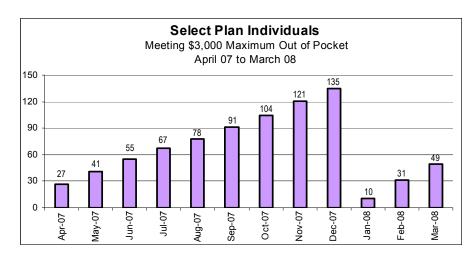
#### **Commonwealth Essential**

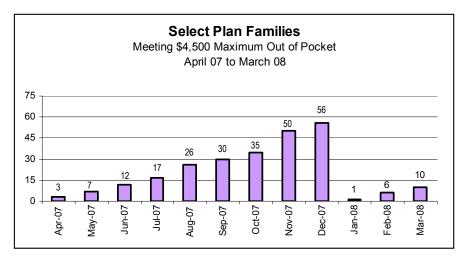




| Individuals and Families in Essential Plan |       |                    |       |                             |  |  |
|--|-------|--------------------|-------|-----------------------------|--|--|
| 2005:                                      | 1.14% | of Individuals and | 0.22% | of Families met their MOPs. |  |  |
| 2006:                                      | 2.96% | of Individuals and | 1.08% | of Families met their MOPs. |  |  |
| 2007:                                      | 3.24% | of Individuals and | 1.08% | of Families met their MOPs. |  |  |
| In 2008:                                   | 0.69% | of Individuals and | 0.17% | of Families met their MOPs. |  |  |

#### **Commonwealth Select**



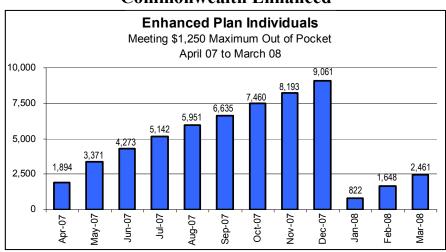


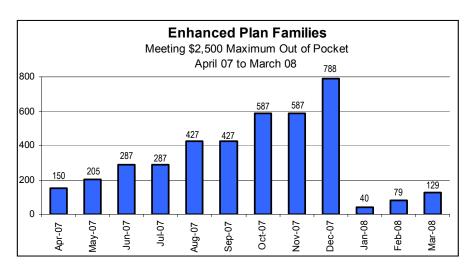
| Individuals and Families in Select Plan |   |                    |  |  |  |  |  |
|---|---|--------------------|--|--|--|--|--|
| 2007:                                   | 2.99%   | of Individuals and | <b>2.56%</b> of Families met their MOPs. |  |  |  |  |
| In 2008:                                | 0.78%   | of Individuals and | <b>0.40%</b> Of Families met their MOPs. |  |  |  |  |
| Note: For the                           | Note: For the Select Plan only, prescription drug coinsurance amounts are included in MOP totals. |                    |  |  |  |  |  |

#### Analysis of Individuals and Families Meeting Their Maximum Out of Pocket Expenses (continued)

The following details the number of individuals and families by plan that met their maximum out of pocket expenses for the most recent rolling year. This report is based on incurred claims.

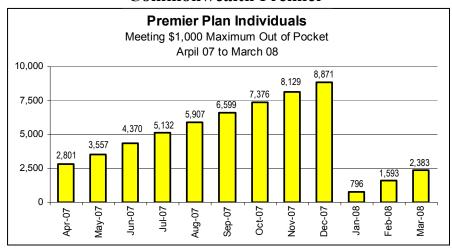
#### **Commonwealth Enhanced**

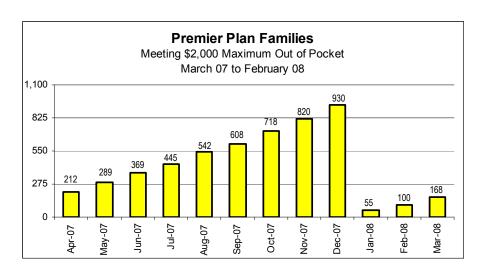




| Individuals and Families In Enhanced Plan |       |                    |       |                             |  |  |
|---|-------|--------------------|-------|-----------------------------|--|--|
| 2005:                                     | 3.34% | of Individuals and | 0.83% | of Families met their MOPs. |  |  |
| 2006:                                     | 5.79% | of Individuals and | 0.94% | of Families met their MOPs. |  |  |
| 2007:                                     | 7.45% | of Individuals and | 0.98% | of Families met their MOPs. |  |  |
| In 2008:                                  | 1.31% | of Individuals and | 0.10% | of Families met their MOPs. |  |  |

#### **Commonwealth Premier**





| Individuals and Families In Premier Plan |       |   |  |  |  |  |
|--|-------|---|--|--|--|--|
| 2005:                                    | 3.38% | of Individuals and <b>0.53%</b> of Families met their MOPs. |  |  |  |  |
| 2006:                                    | 6.70% | of Individuals and 1.17% of Families met their MOPs.        |  |  |  |  |
| 2007:                                    | 7.74% | of Individuals and 1.15% of Families met their MOPs.        |  |  |  |  |
| In 2008:                                 | 2.06% | of Individuals and <b>0.22%</b> of Families met their MOPs. |  |  |  |  |

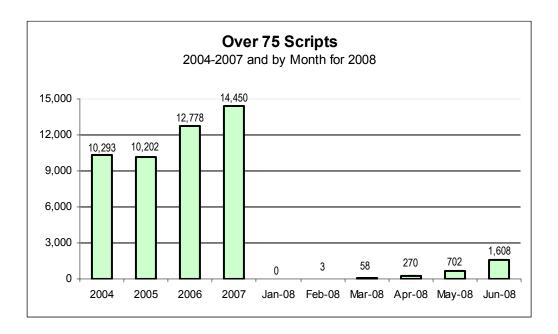
## **Premium (or Premium Equivalent)**

The following details the amount of premium\* (or premium equivalent) paid by the employee and employer for 2004-2007 and monthly through 2008.

| Time Period | Employee<br>Premium Amount | Employer<br>Premium Amount | Total<br>Premium Amount |
|-------------|----------------------------|----------------------------|-------------------------|
| 2004        | \$213,004,714              | \$492,025,888              | \$705,030,602           |
| 2005        | \$148,029,637              | \$779,647,097              | \$927,676,733           |
| 2006        | \$153,787,780              | \$948,458,338              | \$1,102,246,118         |
| 2007        | \$167,530,819              | \$973,220,791              | \$1,140,751,611         |
| Jan-08      | \$15,092,722               | \$88,061,087               | \$103,153,809           |
| Feb-08      | \$15,073,401               | \$88,006,309               | \$103,079,710           |
| Mar-08      | \$15,067,949               | \$88,076,506               | \$103,144,455           |
| Apr-08      | \$15,056,792               | \$87,975,881               | \$103,032,673           |
| May-08      | \$15,057,461               | \$87,904,485               | \$102,961,946           |
| Jun-08      | \$15,219,047               | \$88,292,975               | \$103,512,021           |

<sup>\*</sup>Premium (or premium equivalent) is based on enrollment using published premium rates—it is NOT based on actual payments received.

The following details the number of families that have purchased 75 scripts or more during 2004-2007 and by month for 2008. After a family has filled 75 prescriptions via retail purchase, the co-payment is reduced to \$10 for 2nd tier and \$20 for 3rd tier.



The table below summarizes plan impact for families regarding the scripts benefit in 2008:

| Script Count, per<br>Family | Number of Families | Number of<br>Scripts | Avg. # of Scripts<br>per Patient | Avg. Net<br>Payment<br>per Script | Net Payments<br>For All Scripts |
|-----------------------------|--------------------|----------------------|----------------------------------|-----------------------------------|---------------------------------|
| 0 - 75                      | 134,596            | 2,224,092            | 11.45                            | \$52.96                           | \$117,790,970.61                |
| over 75                     | 1,608              | 150,471              | 42.37                            | \$64.88                           | \$9,762,125.32                  |
| Total                       | 136,204            | 2,374,563            | 12.00                            | \$53.72                           | \$127,553,095.93                |

#### **Prescription Drug Utilization** (continued)

The following details the type of prescription filled, the percent that were generic, and the generic efficiency rate for the most recent rolling year. Based on paid claims.

| Time Period | Generic | Brand Name,<br>Generic<br>Available | Brand Name | Other* | Total   | Scripts Rx %<br>Generic | Scripts Generic<br>Efficiency Rx |
|-------------|---------|-------------------------------------|------------|--------|---------|-------------------------|----------------------------------|
| Jul-07      | 271,171 | 21,081                              | 154,738    | 8,761  | 455,751 | 59.50%                  | 92.79%                           |
| Aug-07      | 222,547 | 18,149                              | 119,509    | 7,410  | 367,615 | 60.54%                  | 92.46%                           |
| Sep-07      | 230,985 | 17,394                              | 122,785    | 7,477  | 378,641 | 61.00%                  | 93.00%                           |
| Oct-07      | 293,351 | 21,354                              | 153,473    | 9,883  | 478,061 | 61.36%                  | 93.21%                           |
| Nov-07      | 238,200 | 16,852                              | 122,469    | 8,447  | 385,968 | 61.71%                  | 93.39%                           |
| Dec-07      | 250,180 | 17,108                              | 126,901    | 9,332  | 403,521 | 62.00%                  | 93.60%                           |
| Jan-08      | 300,336 | 20,957                              | 150,653    | 13,260 | 485,206 | 61.90%                  | 93.48%                           |
| Feb-08      | 259,506 | 17,181                              | 126,979    | 14,609 | 418,275 | 62.04%                  | 93.79%                           |
| Mar-08      | 256,241 | 17,288                              | 122,358    | 11,657 | 407,544 | 62.87%                  | 93.68%                           |
| Apr-08      | 307,840 | 21,253                              | 145,098    | 12,674 | 486,865 | 63.23%                  | 93.54%                           |
| May-08      | 238,248 | 16,499                              | 111,422    | 9,275  | 375,444 | 63.46%                  | 93.52%                           |
| Jun-08      | 249,104 | 17,642                              | 116,853    | 9,917  | 393,516 | 63.30%                  | 93.39%                           |

<sup>\*</sup>Includes: Over the Counter (usually items such as diabetic supplies, syringes, and test strips, etc.), Other/Unavailable or Missing (Unable to tag to a specific group.

The following details the number of members and patients **utilizing prescription benefits** and the associated costs for the most recent rolling year. Based on Incurred Claims.

| Month  | Members | Patients | Scripts | Scripts Per<br>Member | Scripts Per<br>Patient | Allow Amt*<br>Per Script | Net Pay Per<br>Script | Member<br>Cost Per<br>Script | Patient<br>Cost Per<br>Script |
|--------|---------|----------|---------|-----------------------|------------------------|--------------------------|-----------------------|------------------------------|-------------------------------|
| Apr-07 | 242,700 | 153,367  | 400,938 | 1.65                  | 3.04                   | \$63.20                  | \$52.27               | \$17.72                      | \$28.04                       |
| May-07 | 242,972 | 155,142  | 417,099 | 1.71                  | 3.12                   | \$63.49                  | \$52.66               | \$18.26                      | \$28.59                       |
| Jun-07 | 243,692 | 152,814  | 396,529 | 1.62                  | 3.07                   | \$64.70                  | \$54.02               | \$17.15                      | \$27.35                       |
| Jul-07 | 243,889 | 154,683  | 400,566 | 1.64                  | 3.10                   | \$64.72                  | \$54.14               | \$17.16                      | \$27.05                       |
| Aug-07 | 241,422 | 156,158  | 416,122 | 1.72                  | 3.14                   | \$64.16                  | \$53.85               | \$17.58                      | \$27.17                       |
| Sep-07 | 242,850 | 151,650  | 391,586 | 1.61                  | 3.01                   | \$64.35                  | \$54.16               | \$16.26                      | \$26.04                       |
| Oct-07 | 247,352 | 162,496  | 431,281 | 1.74                  | 3.16                   | \$64.78                  | \$54.72               | \$17.35                      | \$26.41                       |
| Nov-07 | 248,216 | 161,338  | 422,396 | 1.70                  | 3.10                   | \$64.21                  | \$54.41               | \$16.51                      | \$25.39                       |
| Dec-07 | 249,079 | 158,349  | 430,554 | 1.72                  | 3.12                   | \$64.15                  | \$54.49               | \$16.54                      | \$26.02                       |
| Jan-08 | 250,257 | 162,431  | 440,176 | 1.75                  | 3.15                   | \$65.21                  | \$54.79               | \$17.51                      | \$26.98                       |
| Feb-08 | 250,321 | 164,534  | 437,024 | 1.74                  | 3.06                   | \$64.11                  | \$53.99               | \$16.93                      | \$25.76                       |
| Mar-08 | 250,753 | 163,252  | 441,382 | 1.76                  | 3.12                   | \$65.11                  | \$55.11               | \$16.97                      | \$26.07                       |

<sup>\*&</sup>quot;Allow Amt" is the amount of submitted charges eligible for payment for all claims. It is the amount eligible after applying pricing guidelines, but before deducting third party, co-payment, coinsurance, or deductible amounts.

The following Top 25 Drug Analysis is based on Rx claims incurred January through March 2008

| Rank | Prev<br>Rank | Product Name         | Brand/Generic       | Therapeutic Classes           | Net Pay Rx  | Net Pay Rx<br>as % of All<br>Drugs | Scripts Rx | Net Pay Per<br>Day Supply Rx | Patients Rx |
|------|--------------|----------------------|---------------------|-------------------------------|-------------|------------------------------------|------------|------------------------------|-------------|
| 1    | 1            | NEXIUM               | Single Source Brand | Gastrointestinal Drugs        | \$2,180,967 | 3.03%                              | 12,178     | \$4.97                       | 5,585       |
| 2    | 2            | SINGULAIR            | Single Source Brand | Unclassified Agents           | \$1,646,047 | 2.28%                              | 16,461     | \$2.83                       | 8,421       |
| 3    | 3            | ENBREL               | Single Source Brand | Unclassified Agents           | \$1,376,688 | 1.91%                              | 677        | \$59.78                      | 322         |
| 4    | 4            | PREVACID             | Single Source Brand | Gastrointestinal Drugs        | \$1,329,073 | 1.84%                              | 7,180      | \$5.23                       | 3,328       |
| 5    | 5            | CRESTOR              | Single Source Brand | Cardiovascular Agents         | \$1,317,491 | 1.83%                              | 13,685     | \$2.68                       | 6,456       |
| 6    | 6            | EFFEXOR-XR           | Single Source Brand | Central Nervous System        | \$1,314,430 | 1.82%                              | 8,710      | \$4.45                       | 3,749       |
| 7    | 7            | TOPAMAX              | Single Source Brand | Central Nervous System        | \$1,212,566 | 1.68%                              | 4,701      | \$7.63                       | 2,238       |
| 8    | 9            | PLAVIX               | Single Source Brand | Blood Form/Coagul Agents      | \$1,084,917 | 1.51%                              | 7,942      | \$3.85                       | 3,490       |
| 9    | 10           | HUMIRA               | Single Source Brand | Immunosuppressants            | \$1,060,330 | 1.47%                              | 501        | \$59.09                      | 238         |
| 10   | 8            | VYTORIN              | Single Source Brand | Cardiovascular Agents         | \$1,058,666 | 1.47%                              | 11,263     | \$2.54                       | 5,504       |
| 11   | 11           | CYMBALTA             | Single Source Brand | Central Nervous System        | \$1,003,748 | 1.39%                              | 7,249      | \$4.14                       | 3,236       |
| 12   | 12           | ACTOS                | Single Source Brand | Hormones & Synthetic<br>Subst | \$975,448   | 1.35%                              | 5,403      | \$5.00                       | 2,444       |
| 13   | 13           | LEVAQUIN             | Single Source Brand | Anti-Infective Agents         | \$875,493   | 1.22%                              | 8,725      | \$11.88                      | 7,689       |
| 14   | 14           | LEXAPRO              | Single Source Brand | Central Nervous System        | \$800,403   | 1.11%                              | 10,110     | \$2.34                       | 4,780       |
| 15   | 15           | LIPITOR              | Single Source Brand | Cardiovascular Agents         | \$788,272   | 1.09%                              | 7,234      | \$2.93                       | 3,494       |
| 16   | 17           | TRICOR               | Single Source Brand | Cardiovascular Agents         | \$718,000   | 1.00%                              | 6,977      | \$2.83                       | 3,256       |
| 17   | 18           | PANTOPRAZOLE SODIUM  | Single Source Brand | Gastrointestinal Drugs        | \$707,188   | 0.98%                              | 5,971      | \$3.46                       | 3,316       |
| 18   | 16           | TAMIFLU              | Single Source Brand | Anti-Infective Agents         | \$683,671   | 0.95%                              | 10,893     | \$10.31                      | 10,775      |
| 19   | 19           | LAMICTAL             | Single Source Brand | Central Nervous System        | \$662,704   | 0.92%                              | 2,586      | \$7.61                       | 1,147       |
| 20   | 20           | CELEBREX             | Single Source Brand | Central Nervous System        | \$602,600   | 0.84%                              | 4,068      | \$4.08                       | 2,123       |
| 21   | 22           | VALTREX              | Single Source Brand | Anti-Infective Agents         | \$593,960   | 0.82%                              | 3,496      | \$8.74                       | 2,385       |
| 22   | 24           | IMITREX              | Single Source Brand | Autonomic Drugs               | \$587,881   | 0.82%                              | 2,846      | \$14.47                      | 1,663       |
| 23   | 21           | ZETIA                | Single Source Brand | Cardiovascular Agents         | \$587,801   | 0.82%                              | 6,372      | \$2.48                       | 3,145       |
| 24   | 23           | OMEPRAZOLE           | Single Source Brand | Gastrointestinal Drugs        | \$560,274   | 0.78%                              | 19,582     | \$0.83                       | 10,215      |
| 25   | 25           | ADVAIR DISKUS 250/50 | Single Source Brand | Hormones & Synthetic<br>Subst | \$559,465   | 0.78%                              | 2,946      | \$5.50                       | 1,974       |

<sup>\*&</sup>quot;Product Name" includes all strengths/formulations of a drug

In summary, the top 25 drugs represent 14.24% of total scripts and 33.72% of total Rx expenditures..

| Summary                       | Net Pay Rx   | Scripts Rx | Days Supply Rx |
|-------------------------------|--------------|------------|----------------|
| Top Drugs                     | \$24,288,082 | 187,756    | 5,966,172      |
| All Product Names             | \$72,038,136 | 1,318,582  | 36,786,758     |
| Top Drugs as Pct of All Drugs | 33.72%       | 14.24%     | 16.22%         |

## <u>Utilization</u>

The top 25 clinical conditions based on incurred claims for January through March 2008.

| Rank | Prev<br>Rank | Clinical Condition             | Net Pay Med  | Net Pay IP<br>Acute | Net Pay OP<br>Med | Admits<br>Per 1000<br>Acute | Days LOS<br>Admit<br>Acute | Visits Per<br>1000 Office<br>Med | Visits Per<br>1000 ER | Patients<br>Med | Net Pay<br>Per Pat<br>Med |
|------|--------------|--------------------------------|--------------|---------------------|-------------------|-----------------------------|----------------------------|----------------------------------|-----------------------|-----------------|---------------------------|
| 1    | 1            | Signs/Symptoms/Oth Cond, NEC   | \$13,056,348 | \$2,193,173         | \$10,764,559      | 2.80                        | 8.41                       | 385.88                           | 12.92                 | 30,591          | \$426.80                  |
| 2    | 2            | Respiratory Disord, NEC        | \$10,451,070 | \$2,953,001         | \$7,477,777       | 2.80                        | 2.75                       | 131.31                           | 18.67                 | 10,625          | \$983.63                  |
| 3    | 3            | Prevent/Admin HIth Encounters  | \$10,410,205 | \$60,254            | \$10,342,408      | 0.05                        | 3.33                       | 632.93                           | 1.10                  | 45,467          | \$228.96                  |
| 4    | 4            | Coronary Artery Disease        | \$9,988,271  | \$6,514,902         | \$3,472,111       | 5.16                        | 3.52                       | 67.36                            | 2.61                  | 3,572           | \$2,796.27                |
| 5    | 5            | Gastroint Disord, NEC          | \$8,722,082  | \$1,835,444         | \$6,885,548       | 2.23                        | 4.25                       | 163.38                           | 17.58                 | 11,859          | \$735.48                  |
| 6    | 6            | Spinal/Back Disorders, NEC     | \$8,178,488  | \$1,780,066         | \$6,395,926       | 1.32                        | 2.59                       | 691.09                           | 4.48                  | 14,860          | \$550.37                  |
| 7    | 7            | Osteoarthritis                 | \$7,020,210  | \$4,418,571         | \$2,587,628       | 3.49                        | 3.05                       | 195.84                           | 0.33                  | 7,347           | \$955.52                  |
| 8    | 8            | Arthropathies/Joint Disord NEC | \$6,898,003  | \$421,738           | \$6,457,392       | 0.48                        | 3.3                        | 767.38                           | 6.12                  | 21,965          | \$314.05                  |
| 9    | 9            | Infections - ENT Ex Otitis Med | \$4,954,909  | \$144,990           | \$4,807,671       | 0.57                        | 2.33                       | 838.98                           | 12.92                 | 44,325          | \$111.79                  |
| 10   | 10           | Pregnancy w Vaginal Delivery   | \$4,275,412  | \$4,251,696         | \$23,716          | 6.50                        | 2.52                       | 0.41                             | 0.03                  | 695             | \$6,151.67                |
| 11   | 12           | Cancer - Breast                | \$4,096,590  | \$208,226           | \$3,886,681       | 0.48                        | 2.97                       | 47.32                            | 0.03                  | 1,341           | \$3,054.88                |
| 12   | 13           | Renal Function Failure         | \$3,924,968  | \$777,958           | \$3,090,289       | 0.40                        | 5.72                       | 13.65                            | 0.43                  | 933             | \$4,206.83                |
| 13   | 11           | Chemotherapy Encounters        | \$3,813,444  | \$530,937           | \$3,282,508       | 0.46                        | 6.38                       | 1.74                             | 0                     | 186             | \$20,502.39               |
| 14   | 14           | Cholecystitis/Cholelithiasis   | \$3,085,248  | \$821,090           | \$2,264,158       | 1.19                        | 3.29                       | 7.49                             | 1.39                  | 801             | \$3,851.75                |
| 15   | 16           | Newborns, w/wo Complication    | \$2,887,999  | \$2,661,353         | \$226,646         | 9.45                        | 3.49                       | 4.97                             | 0.10                  | 849             | \$3,401.65                |
| 16   | 15           | Infections - Respiratory, NEC  | \$2,873,561  | \$539,685           | \$2,333,681       | 1.80                        | 3.07                       | 365.14                           | 11.8                  | 21,603          | \$133.02                  |
| 17   | 19           | Hernia/Reflux Esophagitis      | \$2,680,726  | \$609,935           | \$2,070,196       | 0.88                        | 4.13                       | 55.38                            | 1.48                  | 3,992           | \$671.52                  |
| 18   | 18           | Infec/Inflam - Skin/Subcu Tiss | \$2,675,270  | \$614,922           | \$2,053,186       | 0.92                        | 4.07                       | 241.57                           | 3.79                  | 12,681          | \$210.97                  |
| 19   | 17           | Hypertension, Essential        | \$2,639,854  | \$437,290           | \$2,201,468       | 0.59                        | 3.24                       | 323                              | 1.48                  | 19,463          | \$135.63                  |
| 20   | 23           | Condition Rel to Tx - Med/Surg | \$2,519,831  | \$1,612,315         | \$902,177         | 1.91                        | 5.35                       | 10.27                            | 1.45                  | 983             | \$2,563.41                |
| 21   | 20           | ENT Disorders, NEC             | \$2,506,838  | \$57,286            | \$2,449,523       | 0.13                        | 3.88                       | 643                              | 2.76                  | 14,354          | \$174.64                  |
| 22   | 22           | Gynecological Disord, NEC      | \$2,423,065  | \$312,363           | \$2,110,645       | 0.59                        | 2.51                       | 80.2                             | 1.37                  | 6,118           | \$396.06                  |
| 23   | 21           | Urinary Tract Calculus         | \$2,365,764  | \$338,057           | \$2,027,706       | 0.89                        | 2.38                       | 17.01                            | 4.09                  | 1,061           | \$2,229.75                |
| 24   | 24           | Nutritional Disorders, NEC     | \$2,356,391  | \$383,776           | \$1,972,422       | 0.96                        | 2.75                       | 197.51                           | 1.69                  | 16,265          | \$144.87                  |
| 25   | N/A          | Cardiac Arrhythmias            | \$2,225,188  | \$1,001,156         | \$1,210,399       | 1.34                        | 2.64                       | 42.77                            | 2.20                  | 2,151           | \$1,034.49                |

NOTE: Medical payments represent only the payments made for the specified condition.

## <u>**Utilization**</u> (continued)

In Summary, the top clinical conditions represent more than 59.31% of total paid claims for all clinical conditions.

| Summary   | Net Pay Med   | Net Pay IP<br>Acute | Net Pay OP<br>Med | Admits Per<br>1000 Acute | Days LOS<br>Admit Acute | Visits Per 1000<br>Office Med | Visits Per<br>1000 ER |
|---|---------------|---------------------|-------------------|--------------------------|-------------------------|-------------------------------|-----------------------|
| Top Clinical Conditions                                   | \$127,029,736 | \$35,480,184        | \$91,296,421      | 47.39                    | 3.61                    | 5,925.59                      | 110.81                |
| All Clinical Conditions                                   | \$214,196,992 | \$61,606,373        | \$152,145,501     | 87.54                    | 3.9                     | 8,847.39                      | 219.46                |
| Top Clinical Conditions as Pct of All Clinical Conditions | 59.31%        | 57.59%              | 60.01%            | 54.13%                   | 92.65%                  | 66.98%                        | 50.49%                |

## **Claims Lag Analysis**

The following claims lag information is based on medical claims (does not include Rx) incurred April 2007 through March 2008.

| Plan                   | Number of<br>Medical Claims | Avg Days Lag<br>Per Claim | % Claims Paid<br>Within 30 Days | % Claims Paid<br>Within 60 Days | % Claims Paid<br>Within 90 Days |
|------------------------|-----------------------------|---------------------------|---------------------------------|---------------------------------|---------------------------------|
| Commonwealth Enhanced  | 853,388                     | 16.9                      | 86.38%                          | 95.31%                          | 98.08%                          |
| Commonwealth Essential | 12,213                      | 20.3                      | 80.97%                          | 93.16%                          | 96.83%                          |
| Commonwealth Premier   | 1,098,233                   | 17.3                      | 86.06%                          | 95.03%                          | 98.00%                          |
| Commonwealth Select    | 29,868                      | 17.6                      | 85.60%                          | 94.53%                          | 97.67%                          |
| ~Missing               | 5,429                       | 29.9                      | 67.32%                          | 85.61%                          | 95.45%                          |
| All Plans              | 1,999,131                   | 17.1                      | 86.11%                          | 95.10%                          | 98.02%                          |

<sup>\*</sup>Missing means the claims could not be tagged to a specific plan.

## Claims Lag Analysis (continued)

The following claims lag information is based on all claims ( $Medical \ and \ Rx$ ) incurred and paid during the most recent rolling year.

|                       | Month Paid      |                 |                 |                 |                 |                 |  |  |  |
|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--|--|--|
| <b>Month Incurred</b> | Jul 2007        | Aug 2007        | Sep 2007        | Oct 2007        | Nov 2007        | Dec 2007        |  |  |  |
| Apr 2007              | \$2,140,220.39  | \$1,369,212.09  | \$407,501.21    | \$63,281.31     | \$253,896.02    | \$90,585.38     |  |  |  |
| May 2007              | \$4,965,627.81  | \$2,777,600.79  | \$702,179.18    | \$868,213.03    | \$454,538.42    | \$219,393.67    |  |  |  |
| Jun 2007              | \$32,839,646.69 | \$6,371,563.14  | \$1,889,269.24  | \$1,528,118.17  | \$446,253.57    | \$152,809.18    |  |  |  |
| Jul 2007              | \$52,196,605.28 | \$34,282,783.70 | \$5,298,392.73  | \$2,845,661.73  | \$1,055,317.16  | \$470,666.87    |  |  |  |
| Aug 2007              | N/A             | \$50,987,189.56 | \$33,854,734.14 | \$7,485,578.35  | \$1,806,083.47  | \$968,455.94    |  |  |  |
| Sep 2007              | N/A             | N/A             | \$40,418,352.08 | \$37,875,579.45 | \$4,000,919.63  | \$1,697,261.14  |  |  |  |
| Oct 2007              | N/A             | N/A             | N/A             | \$58,903,772.24 | \$34,411,552.02 | \$4,249,760.57  |  |  |  |
| Nov 2007              | N/A             | N/A             | N/A             | N/A             | \$52,283,411.58 | \$34,436,256.79 |  |  |  |
| Dec 2007              | N/A             | N/A             | N/A             | N/A             | N/A             | \$47,473,914.63 |  |  |  |
| Jan 2008              | N/A             | N/A             | N/A             | N/A             | N/A             | N/A             |  |  |  |
| Feb 2008              | N/A             | N/A             | N/A             | N/A             | N/A             | N/A             |  |  |  |
| Mar 2008              | N/A             | N/A             | N/A             | N/A             | N/A             | N/A             |  |  |  |

|                       |                 | Month Paid      |                 |                 |                |                |  |  |  |  |
|-----------------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|--|--|--|--|
| <b>Month Incurred</b> | Jan 2008        | Feb 2008        | Mar 2008        | Apr 2008        | May 2008       | Jun 2008       |  |  |  |  |
| Apr 2007              | \$22,430.43     | \$58,900.31     | \$82,448.21     | \$18,450.18     | \$62,372.32    | \$30,122.33    |  |  |  |  |
| May 2007              | -\$37,742.99    | \$36,845.71     | \$68,532.01     | \$134,876.18    | \$41,817.08    | \$94,527.83    |  |  |  |  |
| Jun 2007              | \$116,641.37    | \$155,058.20    | \$122,072.00    | \$24,353.41     | \$98,741.76    | \$102,673.91   |  |  |  |  |
| Jul 2007              | \$292,223.23    | \$386,422.19    | \$6,867.34      | \$63,042.75     | \$66,762.83    | \$190,176.60   |  |  |  |  |
| Aug 2007              | \$494,785.36    | \$329,473.85    | \$119,021.00    | \$149,955.33    | \$104,185.85   | \$119,425.25   |  |  |  |  |
| Sep 2007              | \$903,063.64    | \$458,424.52    | \$284,472.87    | \$296,846.62    | \$109,760.69   | \$118,976.93   |  |  |  |  |
| Oct 2007              | \$2,759,629.44  | \$937,681.20    | \$456,486.22    | \$325,241.66    | \$272,438.82   | \$411,233.30   |  |  |  |  |
| Nov 2007              | \$5,703,654.03  | \$1,882,676.35  | \$916,916.00    | \$586,870.93    | \$201,997.88   | \$214,619.74   |  |  |  |  |
| Dec 2007              | \$37,297,727.48 | \$4,420,455.50  | \$2,765,124.72  | \$1,405,895.25  | \$91,881.63    | \$365,571.72   |  |  |  |  |
| Jan 2008              | \$54,382,641.09 | \$34,877,695.93 | \$5,778,835.22  | \$2,224,101.68  | \$1,031,728.36 | \$622,072.90   |  |  |  |  |
| Feb 2008              | N/A             | \$50,202,653.61 | \$33,957,099.45 | \$5,089,983.32  | \$2,055,844.14 | \$1,074,783.00 |  |  |  |  |
| Mar 2008              | N/A             | N/A             | \$50,610,733.26 | \$36,818,848.82 | \$5,613,157.47 | \$1,894,949.92 |  |  |  |  |

## Claims Distribution Based on Age/Gender

The following is based on claims incurred January through March 2008.

|            |             | Female             |                       |             | Male                  |                       |
|------------|-------------|--------------------|-----------------------|-------------|-----------------------|-----------------------|
| Age Group  | Members Avg | Net Pay Med and Rx | Net Pay Per<br>Member | Members Avg | Net Pay Med and<br>Rx | Net Pay Per<br>Member |
| Ages < 1   | 1,081.3     | \$2,717,072.18     | \$2,512.78            | 1,139.3     | \$2,684,180.77        | \$2,355.99            |
| Ages 1-4   | 5,036.0     | \$2,118,722.60     | \$420.72              | 5,313.7     | \$2,725,116.11        | \$512.85              |
| Ages 5-9   | 6,754.0     | \$1,950,691.86     | \$288.82              | 6,971.3     | \$2,443,914.99        | \$350.57              |
| Ages 10-14 | 7,376.0     | \$2,694,586.90     | \$365.32              | 7,710.3     | \$2,903,640.55        | \$376.59              |
| Ages 15-17 | 4,927.7     | \$2,354,965.83     | \$477.90              | 5,325.0     | \$2,283,002.70        | \$428.73              |
| Ages 18-19 | 3,314.7     | \$1,697,122.73     | \$512.00              | 3,452.0     | \$1,635,536.68        | \$473.79              |
| Ages 20-24 | 6,936.0     | \$4,278,010.97     | \$616.78              | 5,654.7     | \$1,901,615.97        | \$336.29              |
| Ages 25-29 | 8,759.0     | \$8,041,107.41     | \$918.04              | 4,265.7     | \$1,877,611.38        | \$440.16              |
| Ages 30-34 | 9,389.7     | \$9,419,058.44     | \$1,003.13            | 5,148.7     | \$2,747,376.44        | \$533.61              |
| Ages 35-39 | 11,447.0    | \$11,547,127.41    | \$1,008.75            | 5,958.7     | \$4,251,395.63        | \$713.48              |
| Ages 40-44 | 12,314.0    | \$14,353,956.26    | \$1,165.66            | 6,691.0     | \$6,110,765.71        | \$913.28              |
| Ages 45-49 | 14,995.7    | \$18,999,869.63    | \$1,267.02            | 8,025.7     | \$10,032,141.22       | \$1,250.00            |
| Ages 50-54 | 18,205.0    | \$27,603,485.40    | \$1,516.26            | 10,542.0    | \$15,291,512.07       | \$1,450.53            |
| Ages 55-59 | 20,304.7    | \$33,757,556.37    | \$1,662.55            | 12,807.0    | \$21,608,329.87       | \$1,687.23            |
| Ages 60-64 | 16,593.7    | \$34,906,248.34    | \$2,103.58            | 11,260.0    | \$23,824,815.11       | \$2,115.88            |
| Ages 65-74 | 1,953.3     | \$3,773,530.92     | \$1,931.87            | 1,471.0     | \$3,701,059.72        | \$2,516.02            |

## **Allowed Amount Distribution**

The following table shows the distribution of members for whom the amounts of charges within the specified ranges were allowed. The data appears for the years of 2005, 2006, 2007 and 2008.

| Allowed Amount              | 2005    | 2006    | 2007    | 2008    |
|-----------------------------|---------|---------|---------|---------|
| less than 0.00              | 90      | 6       | 2       | 1       |
| \$0.00 - \$499.99           | 50,002  | 54,081  | 53,879  | 104,197 |
| \$500.00 - \$999.99         | 29,232  | 32,937  | 33,812  | 39,769  |
| \$1,000.00 - \$1,999.99     | 35,407  | 40,353  | 42,378  | 29,929  |
| \$2,000.00 - \$4,999.99     | 47,471  | 54,425  | 56,771  | 20,819  |
| \$5,000.00 - \$9,999.99     | 26,210  | 30,343  | 32,211  | 7,249   |
| \$10,000.00 - \$14,999.99   | 9,138   | 10,597  | 11,915  | 2,147   |
| \$15,000.00 - \$19,999.99   | 4,055   | 4,720   | 5,452   | 945     |
| \$20,000.00 - \$29,999.99   | 3,539   | 4,277   | 5,043   | 920     |
| \$30,000.00 - \$49,999.99   | 2,312   | 2,849   | 3,274   | 582     |
| \$50,000.00 - \$74,999.99   | 932     | 1,091   | 1,291   | 231     |
| \$75,000.00 - \$99,999.99   | 390     | 467     | 519     | 86      |
| \$100,000.00 - \$149,999.99 | 299     | 350     | 415     | 69      |
| \$150,000.00 - \$199,999.99 | 116     | 116     | 157     | 23      |
| \$200,000.00 - \$249,999.99 | 57      | 63      | 81      | 10      |
| over \$249,999.99           | 74      | 97      | 120     | 6       |
| Total                       | 209,324 | 236,772 | 247,320 | 206,983 |

## **Summary of Enrollment and Claims**

The following provides a summary of members, incurred medical claims, and incurred Rx claims for the most recent rolling year.

| Time Period | Members | Net Pay Med and<br>Rx | Net Pay Med     | Net Pay Rx      | Claims Paid | Claims Paid<br>Med | Scripts Rx |
|-------------|---------|-----------------------|-----------------|-----------------|-------------|--------------------|------------|
| Apr 2007    | 242,700 | \$85,877,129.90       | \$64,921,239.30 | \$20,955,890.60 | 684,956     | 276,606            | 400,938    |
| May 2007    | 242,972 | \$91,930,514.10       | \$69,964,720.59 | \$21,965,793.51 | 712,321     | 287,531            | 417,099    |
| Jun 2007    | 243,692 | \$94,506,904.37       | \$73,088,023.44 | \$21,418,880.93 | 690,726     | 286,881            | 396,529    |
| Jul 2007    | 243,889 | \$97,154,922.41       | \$75,466,420.32 | \$21,688,502.09 | 707,196     | 298,943            | 400,566    |
| Aug 2007    | 241,422 | \$96,418,888.10       | \$74,011,518.90 | \$22,407,369.20 | 723,519     | 300,112            | 416,122    |
| Sep 2007    | 242,850 | \$86,163,657.57       | \$64,956,765.75 | \$21,206,891.82 | 660,606     | 262,368            | 391,586    |
| Oct 2007    | 247,352 | \$102,727,795.47      | \$79,128,964.44 | \$23,598,831.03 | 746,558     | 329,266            | 431,281    |
| Nov 2007    | 248,216 | \$96,226,403.30       | \$73,245,370.68 | \$22,981,032.62 | 736,103     | 306,507            | 422,396    |
| Dec 2007    | 249,079 | \$93,820,570.93       | \$70,360,815.51 | \$23,459,755.42 | 710,298     | 272,529            | 430,554    |
| Jan 2008    | 250,257 | \$98,917,075.18       | \$74,800,149.72 | \$24,116,925.46 | 764,825     | 316,775            | 440,176    |
| Feb 2008    | 250,321 | \$92,380,363.52       | \$68,784,380.59 | \$23,595,982.93 | 743,246     | 298,818            | 437,024    |
| Mar 2008    | 250,753 | \$94,937,689.47       | \$70,612,461.76 | \$24,325,227.71 | 749,074     | 300,140            | 441,382    |

NOTE: Includes run out data from all Carriers

The following illustrates the change in incurred claims (includes medical and Rx) by rolling year.

| Time Period         | Members | Total Medical and Rx Claims | Total Medical Claims | Total Rx Claims |
|---------------------|---------|-----------------------------|----------------------|-----------------|
| Apr 2006 - Mar 2007 | 238,031 | 1,011,130,482               | \$767,298,664        | \$243,831,818   |
| Apr 2007 - Mar 2008 | 246,785 | 1,138,978,949               | \$867,230,346        | \$271,748,603   |
| % Change (Roll Yrs) | 3.70%   | 12.60%                      | 13.00%               | 11.40%          |